

# Overnite Corporation



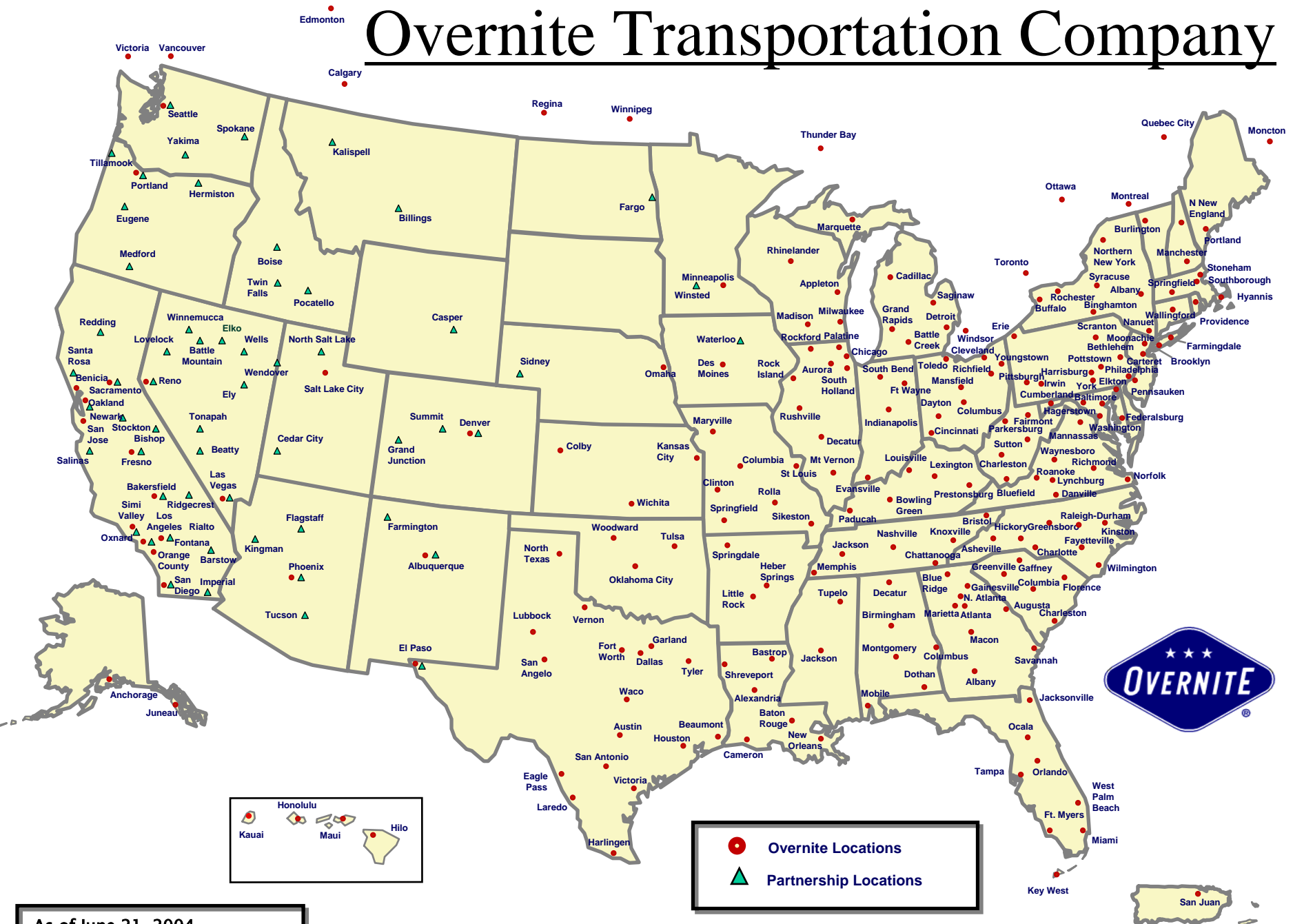


# Overnite Transportation Company

*Providing nationwide regional service with premium long-haul capabilities*

- 70 years of quality service
- More than 12,000 employees
- Strong financial balance sheet
- On-going capital investment
- 9,700 drivers and freight handlers
- More than 4,200 tractors
- More than 16,700 trailers
- National network of 171 service centers
- Sleeper team service on select long haul lanes

# Overnite Transportation Company





# Core Competencies

- ↑ Premier Regional, Inter-Regional, & Longhaul LTL
- ↑ Dedicated Fleets
- ↑ Customized Pool Distribution Programs
- ↑ Customized Warehousing Solutions
- ↑ Trans-Loading Operations
- ↑ Total Logistics Management
- ↑ Broad range of value-added services including  
Guaranteed and Expedited Delivery Services, Cross  
border services to Canada and Mexico, and direct  
service to Puerto Rico, Alaska and Hawaii.



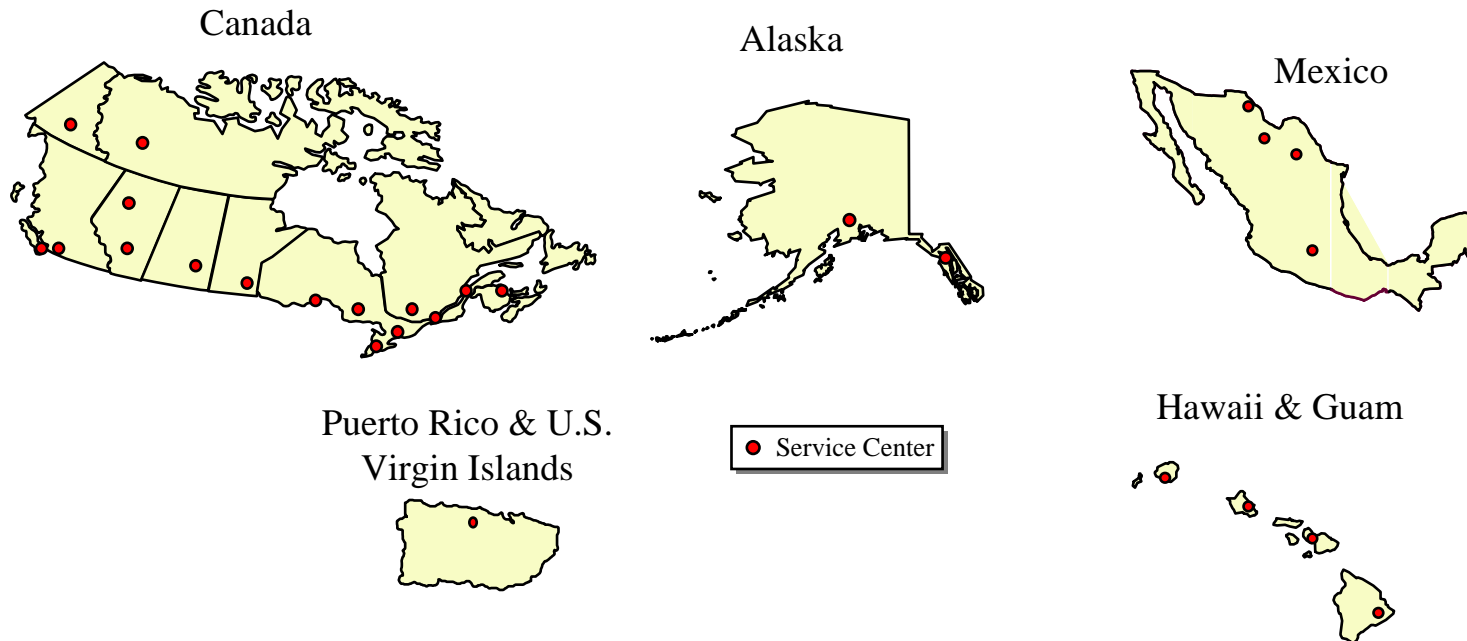
# Single Source Shipping

- Quality Regional, Inter-Regional, and Long-Haul Service
  - 97+ percent on-time service reliability
  - Coverage for all 50 states, Canada and Puerto Rico
  - Direct pricing for all 50 states and Canada
  - Door-to-door pickup and delivery
  - Full shipment tracking capabilities
- International and Specialty Market Services
  - Advantage Canada and Advantage Mexico
  - Assembly and Distribution
  - Specialty Services Division (T/L)
  - Trade Show



# Cross Border and Ocean Services

- Door-to-door service and Overnite responsibility from pick-up to final destination
- All freight moves on one simple bill of lading with billing on a single invoice





# Other Specialty Services

## **Assembly and Distribution**

Provides customized assembly & distribution programs that:

- Reduce transit times
- Improve inventory flow
- Creates more value for your transportation \$

**Call 800-995-3181**

## **Government Services**

Provides expert Government service including:

- intrastate, regional, inter-regional, national, cross-border and ocean services.
- An officially qualified General Administration and Dept. of Defense carrier.

**Call 800-227-8046**

## **Special Services Division (SSD)**

Provides superior truckload services focused on:

- Dedicated fleets/private fleet conversion
- Domestic truckload service

**For van service call:(866) 738-0031**  
**For flatbed service call:(888) 682-4647**

## **Trade Show/Convention Services**

Provides a single source for all your trade show needs including:

- On-site exhibit specialist experienced in trade show transportation
- Door-to-door service
- Standard LTL, TL and Expedited service

**Call 800-988-9889**



# Pro Forma 2003/2004 Financials\*

	<u>2004</u>	<u>2003</u>
Operating Revenue	\$1,647	\$1,315
Operating Expense	\$1,538	\$1,251
Operating Ratio	93.4%	95.1%
Net Income	\$63.3	\$34.6

\*This slide contains what is called “non-GAAP” financial information. Please see the Overnite Corporation press release dated January 29, 2004 for more information about Overnite Corporation’s 2003 fourth quarter and annual results. You may find this press release on the company’s Web site at [www.overnite.com](http://www.overnite.com) under “Investors.” Pro forma values for operating expense reduce operating expense for the effect of the vesting of the UPC compensation plans, initial public offering related stock grant to Overnite employees, and other divestiture expenses that are one-time and nonrecurring, and add a calculation of 12 months of stand-alone company expenses. Pro forma value for net income includes the after-tax effect of the non-recurring expenses included in operating expenses, and reduces the net income for the after-tax effects of 12 months of stand-alone expenses, the elimination of intercompany interest income, the calculation of 12 months of interest expense. In 2002, pro forma net income also is reduced by \$33.7 million in income tax benefit.

**(\$ figures expressed in millions, Overnite Transportation only)**





# Benefits of selecting Overnite Transportation Company

- ↑ Non-union flexibility
- ↑ Broad array of logistics services
- ↑ Will work to remove cost from the supply chain
- ↑ Committed to service
- ↑ Technology
- ↑ Web site: [www.overnite.com](http://www.overnite.com)



[www.overnite.com](http://www.overnite.com)

## On-Line Services

- Electronic bill of lading
- Claims status request
- Pick up request
- Rate a shipment
- Request shipping documents by FAX
- Service point inquiry
- Multiple shipment tracking
- Transit time inquiry

## Other Web Features

- EDI Services (including rate download)
- Helpful forms and publications
- Complete details of product offerings
- News and press releases
- Company information

ENHANCED  
**Shipment**



**Tracking**



**Service Standards**

**Shipping Guide**